

Message Text

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PAGE 01 JAKART 02232 01 OF 02 180737Z
ACTION EB-08

INFO OCT-01 EA-09 ISO-00 USIA-15 /033 W
-----180744 090689 /12

R 180324Z FEB 77 ZDK
FM AMEMBASSY JAKARTA
TO USDOC WASHDC
INFO SECSTATE WASHDC 9350
AMEMBASSY SINGAPORE
AMCONSUL MEDAN
AMCONSUL SURABAYA

UNCLAS SECTION 1 OF 2 JAKARTA 2232

E.O. 11652: N/A
TAGS: BEXP, BAGB, ID
SUBJECT: AGRIQUIP '77

REF: (A) USDOC 1676, (B) JAKARTA 1234, (C) USDOC 1963,
(D) SINGAPORE 1963, (E) JAKARTA 1298, (F) 76 JAKARTA 16337
(G) 75 STATE --7008 (NOV. 17, 1975), (B) STATE 33595

1. SUMMARY: THIS MESSAGE PROVIDES STATUS REPORT WITH
REGARD CONTACTS WITH GOI TO GAIN APPROVALS FOR EXHIBITION
AND RESPONDS TO QUESTIONS REF A), WITH REGARD TO
VARIOUS ARRANGEMENTS FOR SHOW.

2. EMBOFFS FOLLOWED UP AT APPROPRIATE LEVELS AMBASSADOR'S
LETTERS TO FONMIN AND MIN OF TRADE WITHICH REQUESTED
PERMISSION FOR SHOW. DEPARTMENT OF FOREIGN AFFAIRS
RESPONDED FEB. 16 WITH LETTER ACKNOWLEDGING OUR INTENTION
TO HOLD A SHOW AND DIRECTING US TO VARIOUS OTHER AGENCIES
TO GET REQUIRED PERMITS. DEPARTMENT OF TRADE,
DIRECTORATE FOR THE DEVELOPMENT OF INFRASTRUCTURE,
WHICH WAS APPARENTLY ASAITING SIGNAL FROM FOR AFF,
HAS AGREED TO EXTEND LICENSE FOR SHOW BY FEB. 18.
THE NEXT STEP WILL BE TO APPLY TO THE DIRECTORATE
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PAGE 02 JAKART 02232 01 OF 02 180737Z

OF IMPTS OF THE DEPARTMENT OF TRADE FOR A PERMIT
FOR DUTY FREE ENTRY AND TO IMPORT EQUIPMENT WITHOUT
THE OPENING OF 1/CS. CONCURRENTLY WE WILL CONTACT
CUSTOMS. ANTICIPATE MAKING THESE CONTACTS WEEK OF
FEB. 28. EARLIER CONTACT NOT POSSIBLE BECAUSE HIGH
LEVEL REPRESENTATION NEED AND E/C
COUNSELOR OUT OF TOWN UNTIL FEB. 25.

2. ASSUME SITE SURVEY AND DIAGRAMS TRANSMITTED FEB. 1
NOW RPT. NOW RECEIVED AT USDOC AND IS RESPONSIVE
QUESTION PARA
1A REF A REGARDING VOLTAGES. IF FURTHER
INFORMATION REQUIRED, PLEASE MAKE QUESTIONS SPECIFIC.

3. WILL ATTEMPT CLARIFY CUTSOMS CLEARANCE REQUIREMENTS
AS WELL AS DOCUMENTATION REQUIREMENTS AND REGULATIONS
REGARDING PRODUCT LITERATURE DURING MEETING WITH
DIRECTOR OF CUSTOMS. IF YOU CAN SUGGEST ANY OTHER
AREAS THAT NEED CLARIFYING PLEASE SPECIFY BY FEB. 28.

4. EMBASSY RECOMMENDATION OF MAERSK LINE PROBABLY
MADE AT TIME OF USAQUIP '74 WHEN PORT CONGESTION WAS
SERIOUS PROBLEM. CONGESTION NO LONGER PROBLEM AT
TANJUNG PRIOK AND AS FAR AS WE KNOW NO PARTICULAR

LINE ENJOYS PRIORITY BERTHING. WOULD RECOMMEND USE
OF WHATEVER LINES CAN OFFER MOST CONVENIENT SCHEDULES.

5. EMBASSY FORWARDING BY LETTER TO MCGOWEN NAMES OF
EIGHT ADDITIONAL CONSTRUCTION CONTRACTORS WHO MIGHT
BE INVITED TO BID ON ERECTION/DISMANTLING A-2 SYSTEM.
THESE NAMES SUPPLEMENT THOSE SUBMITTED BY SINGAPORE, REF E).

6. IN ADDITION TO COMPANIES SUGGESTED REF F) FOLLOWING
COMPANIES HAVE PREVIOUSLY SHOWN INTEREST IN DOINO
BUSINESS IN INDONESIA:
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PAGE 03 JAKART 02232 01 OF 02 180737Z

A) ARTHUR G. MCKEE AND CO. CORP. HDQ.: 6200 OAK TREE
BLVD., CLEVELAND, OHIO, 44131, TEL. 216-524-9300;
WASHINGTON OFFICE: SUITE 433, 1001 CONNECTICUT AVE.
NW, WASHDC, TEL. 202-331,-1222.
MCKEE PROVIDES ENGINEERING AND CONSTRUCTION
SERVICES FOR THE OILSEED AND PROTEIN INDUSTRIES.
B) WURSTER AND SANGER, 22 WEST MADRSON STREET, CHICAGO,
ILLINOIS, 60602, TEL. 312-332-5205, CONTACT MR. K. LAMBA.
WURSTER AND SANGER ARE CONTRACTING, CONSULTING
CHEMICAL ENGINEERS IN OILSEED EXTRACTION AND
PROCESSING FIELD, WITH PREVIOUS
EXPERIENCE IN INDONESIA. UNDERSTAND THEY ALSO
PROVIDE EQUIPMENT.
C) FMC CORPORATION, FOOD MACHINERY INTERNATIONAL
DIV, 1450 COLEMAN AVE., BOX 1178 SAN JOSE
CALIF 95108, TEL. 408-289-3295 CONTACT: FRED
HODGE OR TEL 408-289-3464 CONTACT IRA CAPLAN.
FMC MAKES A VARIETY OF AGRICULTURAL AND
FOOD PROCESSING EQUIPMENT.

D) THE STATE OF ILLIONOIS WAS FORMERLY ACTIVE HERE TRYING TO PROMOTE SALES GRAIN STORAGE, DRYING AND HANDLING EQUIPMENT. WE HAVE NO U.S. ADDRESS BUT SUGGEST USDOC CONTACT STATE OF ILLINOIS, DEPARTMENT OF AGRICULTURE, INTERNATIONAL TRADE DEVELOPMENT BUREAU.

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PAGE 01 JAKART 02232 02 OF 02 180742Z
ACTION EB-08

INFO OCT-01 EA-09 ISO-00 USIA-15 /033 W
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R 180324Z FEB 77 ZDK
FM AMEMBASSY JAKARTA
TORUEHDC/USDOC WASHDC
INFO SECSTATE WASHDC 9351
AMEMBASSY SINGAPORE
AMCONSUL MEDAN
AMCONSUL SURABAYA

UNCLAS SECTION 2 OF 2 JAKARTA 2232

E.O. 11652: N/A
TAGS: BEXP, BAGB, ID
SUBJECT: AGRIQUIP '77

WE RECOGNIZE THEAT FIRMS A AND B ABOVE ARE PRIMARILY ENGINEERING FIRMS RATHER THAN EQUIPMENT MANUFACTURERS, BUT THEY MAY BE ABLE TO SUPPEST APPROPRIATE EQUIPMENT MANUFACTURER TO USDOC. FURTHER, WE STRONGLY SUGGEST THAT ENGINEERING/CONSULTING FIRMS BE INCLUDED IN SEMINARS EVEN THOUGH THEY NOT EXHIBITING EQUIPMENT. THIS APPROACH WOULD HAVE FOLLOWING ADVANTAGES:
A) IT WOULD GIVE DEPTH TO SEMINARS, ATTRACTING LARGER AUDIENCE; B) IT WOULD SUPPORT THRUST OF USG EMPHASIS ON AGRIBUSINESS SET FORTH IN REF G); AND C). EQUIPMENT SALES HRE, PARTICULARLY IN CASE OF SUGAR/PALM OIL MILLS ARE OFTEN MADE ON THE BASIS OF TURN-KEY CONSTRUCTION CONTRACTS. THUS ENGINEERING/CONSTRUCTION FIRMS MUST BE SPEARHEAD OF SALES EFFORT.

7. WITH RESPECT TO REF H, PARA 5, URGE USDOC RECONSIDER SCHEDULING SEMINARS IN MEDAN AND SURABAYA. REASONS

FOR RECOMMENDING SEMINARS GIVEN REF F. WE FIND IT
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PAGE 02 JAKART 02232 02 OF 02 180742Z

DIFFICULT TO UNDERSTAND WHY BUSINESSMEN THAT TRAVELED
AROUND WORLD TO PARTICIPATE IN SHOW WOULD NOT WISH TO
SPEND EXTRA 2-4 DAYS TO PROMOTE SALES OUTSIDE JAKARTA.
ALTHOUGH IN PUBLICITY TERMS, THE EARLIER SEMINARS ARE
HELD THE BETTER, THEY COULD BE HELD AS LATE AS
DURING WEEK PROCEEDING SHOW. SUGGEST QUESTION OF CONDUCTING
SEMINARS AT CONSULATES BE HELD OPEN AT LEAST UNTIL
SHOW PARTICIPANTS HAVE BEEN SELECTED AND THEY CAN BE
POLLED RE THEIR INTEREST.

8. WE RECOGNIZE THAT INCLUDING NON-EXHIBITORS IN
SEMINARS AND HOLDING SEMINARS OUTSIDE CAPITAL CITY
MAY NOT BE WITHIN USUAL OIM FORMAT, BUT SUGGEST FOR
MAXIMUM RESULTS, NOT ONLY CONTENT OF SHOW BUT ALSO
FORMAT OF EVENT MUST BE TAILORED TO LOCAL CIRCUMSANCES.

9. REF C, WHICH TRANSMITTED SECURITY CLEARANCE FOR
WILLIAM R. VITOUS, STATED HE WILL BE IN JAKARTA FROM
FEBRUARY 28 THROUGH SEPTEMBER 15. HOWEVER, ARRIVAL
DATE HAS NOT BEEN CONFIRMED BY ANY OTHER MESSAGE.
WE DELIGHTED VITOUS' EARLY ARRIVAL BUT WOULD APPRECIATE
CONFIRMATION ARRIVAL DATE AND FLIGHT NUMBER SO THAT WE
CAN MAKE HOTEL RESERVATIONS AND OTHER PREPARATIONS
AND MEET AT AIRPORT.
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